

# SMALL BUSINESS EXCHANGE

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August 23, 2018

## Want To Grow Your Minority Business Enterprise? Look Abroad



Image Credit: www.mbda.gov

By Joann J. Hill,

When it comes to exporting, many minority businesses are reaping the rewards of selling internationally, while other firms have yet to explore sales. In the below question and answer, members of the Minority Business Development Agency (MBDA) Access to Market Business Development Team, George Mui and Gabriela Morales discuss exporting and how these businesses can take advantage of U.S. government export resources to successfully navigate their first or new export markets.

### 1. Why should minority-owned firms consider exporting or expanding into new foreign markets?

Ninety-five percent of the world's potential consumers live outside of the United States, so minority-owned firms that want to grow in size, employees, and revenue should absolutely consider exporting to at least one country. Many minority business enterprises (MBEs) are part of a diaspora community and have a distinct advantage in conducting business in

their home countries. Those MBEs can leverage their understanding of the language and business culture to export and expand into their native countries and the surrounding markets.

### 2. What do you see as the potential to increase minority-owned business exports?

Only a small share of U.S. businesses export, which includes minority-owned firms. But studies have shown that minority businesses are twice as likely to export as non-minority-owned firms. In addition, among all U.S. export firms, 59 percent sell to only one foreign market. According to the U.S. Census Bureau, minorities compose 37 percent of the U.S. population and are projected to grow to 57 percent of the population by 2060. This means a growing potential for more MBE startups and exporters.

In 2016, MBDA created four export centers to provide technical assistance and business development services to generate increased

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## Why Sacramento Needs to Fix the California Environmental Quality Act

Expert argues that suits under California's environmental law undercut housing and climate change goals.

[Originally published on *The Regulatory Review*]

By Benjamin Somogyi,

California is experiencing a shortage in affordable housing.

In Los Angeles, for example, the median price for a single-family home recently hit a new re-

cord high of \$575,000. At that price, a household would need to earn over six figures to reasonably afford a home.

With California expected to increase its population by over 10 million by 2050, the state's housing affordability crisis seems likely only to get worse. In a recent paper, Jennifer L. Hernandez, a partner at the San Francisco office of

Holland & Knight, places much of the blame on the state's environmental protection law, the California Environmental Quality Act (CEQA).

Hernandez finds that the majority of all lawsuits filed under CEQA between 2013 and 2015 targeted attempts to increase the housing supply in the state's urban areas. This "lawsuit abuse," she claims, inhibits the construction of new housing and undermines the state's housing affordability and climate change goals. Hernandez urges Governor Jerry Brown and the California Legislature to amend CEQA so that the statute works toward furthering, rather than undermining, the state's policies.

State legislators enacted CEQA in 1970—then one of the United States's first modern environmental laws—to protect the state's environment for future generations. CEQA requires that any project approved by government agencies evaluate the project's environmental impacts and

adopt all feasible measures to mitigate those impacts.

The law, however, failed to define what constitutes an "environmental impact." Hernandez asserts that, because of this ambiguity, judges interpret the meaning of environmental impact to include just about anything: construction noise; the impairment of private views; and even the increase in the number of children using public schools, parks, and libraries.

It is extremely easy, Hernandez argues, to file a CEQA lawsuit and use the Act as a pretext to stop projects. Hernandez explains that, for a modest filing fee, anyone can file a CEQA lawsuit against a project by alleging that the approving agency made a mistake in evaluating any of the nearly 100 impact issues that CEQA addresses.

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# Public Policy

## Small Business Committee Requests Review of OSHA's Cranes and Derricks in Construction

**The Honorable R. Alexander Acosta**  
Secretary  
United States Department of Labor  
200 Constitution Avenue, NW  
Washington, DC 20210

**Ms. Loren Sweatt**  
Deputy Assistant Secretary  
Occupational Safety and Health Administration  
200 Constitution Avenue, NW  
Washington, DC 20210

Dear Secretary Acosta and Deputy Assistant Secretary Sweatt:

Pursuant to Rules X and XI of the U.S. House of Representatives, the Committee on Small Business is conducting oversight over the Occupational Safety and Health Administration's (OSHA) Cranes and Derricks in Construction regulation. As part of this inquiry, the Committee requests a thorough review of the scope of the regulation and proper analysis of the impact on small businesses, as required by the Regulatory Flexibility Act (RFA).

The Committee is concerned about the potential significant burdens OSHA's Cranes and Derricks in Construction regulation could impose on small agricultural and propane businesses and the customers served by these important industries. The Committee requests that OSHA review the application of this regulation to the delivery and retrieval of propane containers and the compliance costs for small businesses before OSHA conducts any other rulemaking activity related to this regulation.

During the June 21, 2018 House Small Business Subcommittee on Agriculture, Energy, and Trade hearing titled, "Accelerating Agriculture. How Federal Regulations Impact American's Small Farmers," witnesses voiced concerns about the considerable impact of the regulation and questioned the justification to apply a construction industry standard to the simple, routine delivery of a propane tank by a truck-mounted crane.<sup>7</sup> In addition, more than 1,000 individuals submitted comments on the impact to their businesses in response to OSHA's May 21, 2018 No-

tice of Proposed Rulemaking (NPRM) to amend the regulation.

The Committee is concerned about the lack of clarity on the basis and the impact of this regulation on small businesses that deliver propane containers. In a 2016 Letter of Interpretation, OSHA indicated that the act of connecting a container to a piping system causes regulation of the tank delivery by a truck-mounted crane.<sup>8</sup> In response to a request for clarification by Members of Congress, OSHA stated that propane tank deliveries by a truck-mounted crane are subject to this regulation when placed in a specific position. OSHA's recent notice of proposed rulemaking did not address these different scenarios.

Despite these and other communications with OSHA by members of the propane industry, the recent notice of proposed rulemaking stated that "the Agency has preliminarily concluded that, for purposes of the Regulatory Flexibility Act, the proposed rule would not have a significant

economic impact on a substantial number of small entities.

Congress recognized that by treating all regulated businesses, organizations, and governmental jurisdictions as equivalent in the regulatory process, small entities were being disproportionately impacted by federal regulations and a one-size-fits all approach was not always the best solution.<sup>8</sup> The Regulatory Flexibility Act (RFA) requires agencies to consider how their proposed regulations will impact small entities and applies to every federal rule, both proposed and final, for which an agency must conduct notice-and-comment rulemaking as required by section 553 of the Administrative Procedure Act or any other law.

Under the RFA, if the agency determines that the proposed regulation will have a "significant economic impact on a substantial number of small entities," then the agency must prepare and make available for public comment an initial regula-

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### Smart Ways TO WORK by Odette Pollar

## 20 Tips to Stay Organized

No matter how large your organizing project may seem, it is manageable and it will move along more quickly than you think. Start slowly. Do not plan to complete it at one sitting or on the same day. To keep your energy up and your enthusiasm in place, stop when you get tired. Return to the task when you are refreshed. This is better than forcing yourself into a marathon sorting job. The task will be less overwhelming if you break the project into small chunks of time. Maintenance is the key to success. Getting

items back to their home quickly will ensure that you don't face another overwhelming organizing project next year.

1. Commit yourself to making decisions now about what to do with each piece of paper. Handle paper only once. Ask yourself, "Do I really need it?" If so, file the document at once in the broadcast category to which it refers.
2. Keep close to you only the things you use frequently.
3. Store little-used items farther away. Even on a shelf, place the least-used items in the back. Keep those items you use frequently in the front, for easy retrieval.
4. When clearing the top of surfaces, start with one stack of papers and sort from the top down. When finished with each stack, you will see a clear work space, and your progress will be easy to monitor. This forces you to decide on each piece of paper and when done, you will see the top of your desk again.
5. Spend 15 minutes twice a day clearing out your in-box. Don't let it turn into a holding, aging or procrastinating tray. Sort incoming mail into categories by priority or by action.
6. Break the habit of writing things down on numerous scraps of paper. Write notes in the appropriate place the first time; in the client file, onto the calendar or on your to-do list.
7. Be realistic about the amount of information you can read and absorb. Limit the number of subscriptions you take, and copy articles you intend to save as soon as you read them. Pass the periodical along to someone else, throw it away or recycle it.
8. Make lists regularly. Daily To-Do lists, as well as larger project lists help you get and stay organized. Use checklists to help do routine things more easily and quickly.
9. Say "No" more often. The best way to get off-track is to say "Yes" to every request. Each time you agree to a new demand, you say no to a previous commitment.
10. Don't buy anything unless you have a place to put it. To keep excess at bay, if you add an item, you must remove an item.
11. Label everything that contains things: binders, folders, suitcases, etc.
12. Organize bookcases by placing similar materials together.
13. Schedule multiple appointments for the same day instead of spreading them throughout the week. This reduces your travel time and parking hassles.
14. Buy enough greeting cards for special occasions like birthdays, anniversaries, get-well and thank-you at one time so that you need not make special trips to the store. Although there are e-cards, in the mind of the receiver, are those as special as a physical card?
15. Keep two files, one for instruction manuals and one for guarantees. Staple the receipt to the guarantee or warranty page. Then when you need to return an item, all the information is handy. Purge periodically for appli-

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**Editorial Staff**  
President & CEO:  
Gerald W. Johnson  
gwj@sbeinc.com

**Managing Editor:**  
Valerie Voorhies  
vuv@sbeinc.com

**Production Manager:**  
Nabil Vo  
nvo@sbeinc.com

**Diversity Outreach Manager:**  
Rosalie Vivanco  
rvivanco@sbeinc.com

**Graphics Design:**  
Domingo Johnson  
doming0@mac.com

**Webmaster:**  
Umer Farooq  
umer@octadyne.com

**Writer:**  
Cheryl Hentz  
cheryl.hentz@gmail.com

**SBE Northeast Manager:**  
Leslie McMillan  
lmcmillan@sbeinc.com

#### Contact Info:

**Small Business Exchange, Inc.**  
795 Folsom Street, 1st Flr, Room 1124, San Francisco, CA 94107  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)  
Phone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255

**CALIFORNIA CERTIFICATIONS**

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# Access to Capital

## California Bank of Commerce Strengthens Emerging Business Division with Veteran Industry Leadership



Maria Aberin



Karine Decker

California BanCorp (OTCQX:CALB), the holding company for California Bank of Commerce, a San Francisco Bay Area business bank, announced it has added small business banking leaders Maria Aberin and Karine Decker to its growing Emerging Business Division. The Emerging Business team provides loans, lines of credit, deposit and cash management solutions to growing businesses that have achieved profitability. The Emerging Business Division specializes in loans and lines of credit guaranteed by the U.S. Small Business Administration, which provide longer terms and higher advance rates than conventional commercial loans.

“Maria and Karine have deep experience in building small business relationships and working with entrepreneurs and business owners to optimize their growth strategies and long-term

financial needs,” said Roxann Middleton Burns, Executive Vice President of Emerging Business at California Bank of Commerce.

Maria Aberin brings 25 years of commercial and Small Business Administration lending leadership to her position as Senior Vice President with California Bank of Commerce. She has been serving the local business community in the South Bay and working with successful business owners and partners in this market since she started her career in banking. Her expertise in small business lending, excellent skills in business development, and years of experience in relationship portfolio management complement the growth strategies of the Emerging Business Division. She earned a bachelor’s degree in finance from Santa Clara University and is an

■ Continued on page 11

## California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

### SUBS

Survey, Electrical, Fencing, Masonry, AC Paving

### SUPPLIERS

Aggregate, Rip Rap, Misc Iron & Steel, Sewer Pump Well, Ready Mix Concrete, Pipeline Materials

### HI-Desert Water District Wastewater Reclamation Project Phase 1 Collection System

#### Bid Package B1 Paxton Pump Station

Located in Yucca Valley, San Bernardino County, California

#### HI-Desert Water District

**BID DATE September 25, 2018 @ 2:00 p.m.**

Sub & Vendor Bids Due Prior

### Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, by Sukut FTP at no cost. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC**  
An Equal Opportunity Employer

**Project: Joint Water Pollution Control Plant Effluent Outfall Tunnel**

**Owner: COUNTY SANITATION DISTRICTS OF LOS ANGELES COUNTY**

**Sub-Bid/Proposal Due Date: September 07, 2018 (so that all bids/proposals can be fairly evaluated)**

**Bid/Proposal Due Date: September 18, 2018 at 2:00 p.m.**

Frontier-Kemper Constructors, Inc. Michels Corp, Tunneling Division is bidding/proposing the above project as a prime contractor and would appreciate quotes from DBE, WBE and OBE contractors and suppliers, including but not limited to the following work/services and/or materials:

Asphalt Paving	Monitoring	Reinforcing Steel Supply & Install
Cellular Grout	Ground Improvement	Security Guard
Commercial Diving	HVAC	Slide Gates & Stop Logs
Concrete Flatwork	Industrial Painting	Slurry Wall
Concrete Saw Cutting	Maintenance & Protection of Traffic	Sound wall
Damp Proofing	Miscellaneous Metals	Steel Pipe Welding
Demolition and Abatement	Noise & Vibration Monitoring	Steel Water Pipe (Welded)
Dewatering	Pavement Marking	Structural Concrete
Drilled Piers	Plumbing	Support of Excavation
Electrical Equipment & Controls	Post Tensioning	Survey
Erosion & Sediment Control	Precast Concrete Tunnel Liner	Trucking/Hauling Tunnel Spoils
Fence	Precast Manholes	Utility Installation
Form Rental	Quality Control Testing	Utility Location
Geotechnical Instrumentation &	Ready Mix Concrete	Valve Supply

Plans and specifications are available for inspection at our office Monday through Friday 8:00 AM to 5:00 PM.

Should you need any assistance in obtaining bonding or insurance, please feel free to call us.

DBE, WBE and OBE firms can also refer to the Small Business Administration (SBA) and/or the Federal Department of Transportation (DOT) Bond Assistance Programs.

We are an Equal Opportunity Employer and, as a matter of policy, encourage the participation of Small, Minority and Women Owned Business Enterprises.

All DBE and WBE firms must be certified under the one or more of the following certification agencies: California Unified Certification Program (CUCP), U.S. Environmental Protection Agency (USEPA), The Small Business Administration (SBA), Dept. of Transportation State Implemented DBE Certification Program (with U.S. citizenship), Tribal, State and Local governments, Independent private organization certifications by the bid/proposal due date and will need to provide our office with a copy of their applicable certification to include with the bid/proposal.

**If you have any questions or need additional assistance please contact Frontier-Kemper Constructors, Inc. at (818) 362-2062 or by fax (818) 833-4289. Ask for the LACSD Effluent Outfall Tunnel Estimating Team.**

**Frontier-Kemper Constructors, Inc. Michels Corp, Tunneling Division**

**15900 OLDEN STREET, SYLMAR, CA 91342**

**PHONE 818/362-2062 FAX 818/833-4289**

AN EQUAL OPPORTUNITY EMPLOYER

# California Sub-Bid Request Ads



## Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

### PROJECT:

**Gravity Pipeline Progressive Design Build Project**  
OWNER: Silicon Valley Clean Water

Initial Publish Date: February 22, 2018  
Proposal Deadline: September 10, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by social-ly and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

### OPPORTUNITIES INCLUDE (For September 10, 2018 Deadline):

Shaft - Slurry wall; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc.); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-conditions surveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

Please contact either of the following names to get you name on the bidders list:

Shannon Cozino:

[shannon.cozino@barnard-inc.com](mailto:shannon.cozino@barnard-inc.com) (site office)

Brittany McNamee:

[brittany.mcnamee@barnard-inc.com](mailto:brittany.mcnamee@barnard-inc.com) (HQ office)



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) concrete subcontractors following project:

**MACARTHUR BART PLAZA PROJECT**  
Bids: 8/27/18 @ 2 PM

The work in this contract includes but is not limited to the installation of new paving for the entire MacArthur BART Plaza. This scope of work includes: concrete supply, concrete formwork, curbs and gutters, placement of both colored (lamp black) and standard gray concrete, and concrete finish work.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer

## DRAGADOS

3200 Park Center Dr., Suite 600 | Costa Mesa, CA 92626  
Bid Manager: Pablo Moreno  
TEL: (657) 229-7800 | [pmoreno@dragados-usa.com](mailto:pmoreno@dragados-usa.com)  
Outreach: Arinda Cale  
TEL: (949) 239-2431 | [acale@dragados-usa.com](mailto:acale@dragados-usa.com)

Equal Opportunity Employer  
Invitation to Bid

Subcontractors, Vendors, Material Suppliers, and Professional Services for:

### JOINT WATER POLLUTION CONTROL PLANT EFFLUENT OUTFALL TUNNEL

OWNER: County Sanitation District No. 2  
LOCATION: Los Angeles, California  
OUR QUOTE DEADLINE: September 13, 2018, COB  
BID DEADLINE: September 17, 2:00pm

\*M/WBE Participation is encouraged\*

Plans and Specifications are available free of charge

### Quotes for Services & Supplies requested for the following items for bid including, but not limited to:

AC PAVING	FENCE & RAIL	SWPPP
AMENITIES	HAULING & DISPOSAL	TRAFFIC SIGNAL
BARRIER	INSTRUMENTATION & CONTROL	PAINTING/COATINGS
CONCRETE FLATWORK	SURVEYING	RCPI/PVC
CONCRETE TUNNEL LINER	TRAFFIC CONTROL	REBAR INSTALLATION
DEMOLITION	STEEL TUNNEL LINER	SAND & GRAVEL
SUPPORT OF EXCAVATION	LANDSCAPING	SIGN STRUCTURE
TESTING	LIME TREATMENT	SIGNING & STRIPING
VIBRATION MONITORING	MISC. STEEL	SITE RESTORATION
DEWATERING	NOISE MONITORING	TEMPORARY SOUNDWALL
ELECTRICAL	POTHOLING	TRUCKING
EROSION CONTROL	QA/QC	

Subcontractors must be registered in good standing with the California Department of Industrial Relations (DIR) prior to submitting a bid for work on this project.

100% performance and payment bonds may be required for the full amount of the subcontract price. Dragados will assist with obtaining bonding, lines of credit, and insurance. Please Contact Arinda Cale if assistance is needed with regards to bonding & Insurance.

Dragados will analyze and consider each quote received, including those that are broken down into economically feasible units to facilitate bidding.

Dragados is committed to ensuring that subcontractors and vendors have the maximum opportunity to successfully perform on this project, and to making good faith efforts to utilize small, minority, women, disadvantaged and local business enterprises.



### Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: Jim Yackley  
Website: [www.gallagherandburk.com](http://www.gallagherandburk.com)

Gallagher and Burk, Inc. is soliciting for DBE for the following project.

**SHATTUCK RECONFIGURATION  
AND PEDESTRIAN SAFETY PROJECT  
DISADVANTAGED BUSINESS ENTERPRISE  
GOAL ASSIGNED IS 13%**

OWNER: CITY OF BERKELEY,  
1947 CENTER STREET, BERKELEY, CA 94704  
BID DATE: September 11th, 2018 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**Adjust Iron, Cold Plane, Construction Area Signs, Electrical, Irrigation, Landscaping, Minor Concrete, PCC Paving, Roadway Excavation, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material, Asphalt Oil.**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our office.



**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Donat Galicz

REQUEST FOR SBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Commuter Parking Initiative  
Oakland/Albany  
Metropolitan Transportation Commission  
BID DATE: August 29, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, ADL Burial Location Report, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation (Rock Slope Protection), Subgrade Enhancement Geotextile, Rock Blanket, Decomposed Granite, Irrigation, Hydroseed, Lean Concrete Base, AC Dike, Jointed Plane Concrete Pavement, Structural Concrete, Underground, Inlet Depression, Adjust Manhole, Detectable Warning Surface, Minor Concrete, Misc. Iron & Steel, Paint Concrete, Fencing & Gates, Pavement Marker, Object Marker, Special Marker, Roadside Signs, Striping & Marking, Signal & Lighting, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage SBE Participation. Plans & Specs are available for viewing at our office.



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)  
Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction on State Highway in Shasta County in and near Anderson from route 5/273 separation to 0.4 Miles South of Churn Creek Road overcrossing Project.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

**I-5 Shasta County Bridges Project  
Contract No. 02-4C40V4  
Federal-Aid Project: ACSB11M-005-8(359)E  
Owner: Caltrans  
Bid Date: August 28, 2018 at 2:00 P.M.**

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

AC Surfacing, Aggregate Supply and Install, Bridge Removal, Bat and Bird Exclusion Device, CIDH Piling, Clear and Grub, Cold Plane AC Pavement, Concrete Barriers, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Core Concrete, Crack and Seat, CCTV, Crash Cushions, Data Core, Cable Railing, Earthwork, Electrical, Erosion Control, Fence Removal and Installation, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Ground Anchoring, Guardrail, K-rail, High Friction Surface Treatment, HMA Dike, HMA Paving, Hydraulic Mulch and Dry Seed, Joint Seal, Landscaping, Lighting, Lime Stabilized Soil, Message Signs, Minor Concrete, Misc Metals, Pavement Markings & Striping, Paving Fabric, PCC Materials, Pedestrian Barricades, Pipe Supply, Polyester Concrete Overlay, Precast Concrete, Prepare Bridge Deck Surface, Remove/Relocate/Install Sign Structures, Roadside Signs, Sound Walls, Structural Shotcrete, Traffic Control Systems, Utilities, Vegetation Control, SWPPP, Survey, Biologist, Noise Monitoring, Environmental Compliance, Hazardous Material Abatement & Trucking, Trucking & Hauling, Sweeping, Water Trucks.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**

**August 24, 2018 and Quotes**

**NO LATER THAN August 27, 2018 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

**Davis-Bacon Act Applies  
Buy America Requirements Apply  
An Equal Opportunity Employer**

CA Lic. 433176  
DIR # 100001147

Pacific Structures is seeking qualified and certified MBE/WBE/SBE/LBES

Subcontractors, Suppliers, for the project below:

**160 Folsom- 40 Story Condominium  
Location: 160 Folsom, San Francisco, CA 94105  
Bid Due Date: September 1, 2018**

**Description of work:** Pumping/ Placing/ Finishing for Pads, Curbs, and Built-up Slabs  
**Pacific Structures**

3004 16th Street • San Francisco, CA 94103  
Phone: (415) 606-3572

Contact: Natalie Besser  
Email: [Natalie.Besser@pacific-structures.com](mailto:Natalie.Besser@pacific-structures.com)

An Equal Opportunity Employer

# California Sub-Bid Request Ads



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified & certified DBE subcontractors, suppliers, and truckers for the following project:

**PLOT 40/41 Hz & PC AIR SYSTEM  
INSTALLATION PROJECT  
SAN FRANCISCO INTERNATIONAL AIRPORT  
CONTRACT NO. 11302.61**

**Bids: August 29, 2018 @ 2:00 pm**  
Subcontracting Goal: DBE – 13%

SWPPP – CONCRETE – REBAR – SS RAILINGS  
– CORROSION CONTROL SYSTEM – DEWATERING  
– BOLLARDS – AC PAVING – BOLLARDS –  
STRIPING – JOINT SEALANTS – HVAC –  
FIBEROPTICS – ELECTRICAL

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers, subcontractors, and truckers. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE firms. PMI is signatory to the Operating Engineers, Carpenters & Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**



**11555 Dublin Boulevard  
Dublin, CA 94568-2909  
Phone: (925) 829-9220**

**Estimator: ERIC ALLRED  
Website: www.desilvagates.com**

**Golden Gate Constructors (GGC) is  
preparing a bid as a Prime Contractor for  
the project listed below:**

**PLOT 40/41 400 HZ AND PC AIR SYSTEM  
INSTALLATION PROJECT  
Contract No. 11302.61, AIP No. 68**

**OWNER:  
CITY AND COUNTY OF SAN FRANCISCO  
San Francisco International Airport  
674 West Field Road, Level 1, Room 1A,  
San Francisco, CA 94128**

**AUGUST 29, 2018 @ 2:00 P.M.**

We hereby encourage responsible participation of certified Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**COLD PLANE, ELECTRICAL, PCC PAVING,  
ROADWAY EXCAVATION, SAWCUTTING, STRUC-  
TURAL BACKFILL, SURVEY/STAKING, TRUCKING,  
WATER TRUCKS, STREET SWEEPING, CLASS  
P-209 BASE MATERIAL, HOT MIX ASPHALT  
(P-401) MATERIAL.**

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:17pa55wd@pub.desilvagates.com> (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner.

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). GGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GGC is an equal opportunity employer.



**Graniterock**

**5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Patrick McDonald  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)**

**REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE / MBE / WBE / DBE  
Firms SUBCONTRACTORS/SUPPLIERS/  
TRUCKERS FOR:**

**2017 Storm Damage Repair – Phase 2  
Owner: Contra Costa Water District  
Engineers' Estimate: \$2,530,000.  
BID DATE: August 28, 2018 @ 10:00 AM**

Items of work include but are not limited to: Traffic Control, Rebar, Erosion Control, Water Trucks, Sweeper Trucks, Prepare WPCP, Construction Staking and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

**We are an Equal Opportunity Employer**



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

**CEMOF FACILITY IMPROVEMENTS FOR  
PENINSULA CORRIDOR ELECTRIFICATION  
PROJECT (PCEP)  
CONTRACT #18-J-C-071**

**Bids: 09/28/18 @ 2 PM**

**SUBCONTRACTING GOAL – DBE – 16%**

DEMO; SITE CLEARING; DEWATERING; EARTH-WROK; AGGREGATE BASE COURSES; UNDERGROUND DUCTWORK & STRUCTURES; UTILITY GRADE ADJUSTMENTS; STORM DRAINAGE SYSTEMS; STATION PLATFORMS, SIDEWALKS, CURBS & GUTTERS, ASPHALT PAVING; PAVEMENT STRIPES & MARKINGS; CHAIN LINK FENCE; CONCRETE; REBAR; CONC MASONRY UNIT; MTL FAB; STRUCTURAL STEEL; HANDRAILS & RAILINGS; JOINT SEALANTS; MEMBRANE WATERPROOFING; PAINTS/COATINGS; MANUFACTURED PARTS STORAGE WAREHOUSE; INDUSTRIAL FURNISHINGS; PREFAB OFFICE BLDG; MECHANICAL; PACKAGED HTG & COOLING UNITS; ELECTRICAL; PANTOGRAPH INSPECTION SYSTEM; TRACKWORK; CONC CROSSTIES & RAIL FASTENER ASSEMBLIES; RAIL; TRACK REMOVAL/SALVAGE; TRACK CONSTRUCTION; FLASH BUTT RAIL WELDING; BAL-LAST & WALKWAY AGGREGATE

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**

## ADVERTISE YOUR AD HERE

**Advertise your  
Sub-Bid Requests in the  
Small Business Exchange**

**With a monthly readership of  
75,000, SBE reaches a diverse  
audience, cutting across ethnic  
and gender lines as well as  
traditional industry segments.**



### TAFT ELECTRIC COMPANY

**1694 EASTMAN AVENUE, VENTURA, CA 93003**  
Contact: Matt Rodriguez and Robert Moody • Email: [rjeppeesen@taftelectric.com](mailto:rjeppeesen@taftelectric.com)  
Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified DVBE businesses for the following project:

**Agency: San Luis Obispo County Community College District  
1000's Buildings Wireless and TR Upgrades**

**Location: Cuesta College San Luis Obispo Campus**

**BID DATE: August 30th, 2018**

**Trades Seeking: Communications**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disabled Veteran Businesses Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

**We Are An Equal Opportunity Employer**

### Shimmick Construction Company Inc.

**8201 Edgewater Drive, Suite 202 • Oakland, CA 94621**  
Phone (510) 777-5000 • Fax (510) 777-5099

**LBE, DBE, MBE & WBE Subcontractor/Supplier Bids Requested For:**

**San Francisco Public Utilities Commission  
General Contractor: MWH Constructors & Webcor Builders  
Southeast Treatment Plant Project Biosolids Digester Facilities – Site Demolition  
Contract No. WW-647R**

**BID DATE: September 20, 2018 at 2:00PM**

**Email all quotes to [northwest.estimated@shimmick.com](mailto:northwest.estimated@shimmick.com)**

Contract Documents are subject to a non-disclosure agreement.  
Please contact Jamie Helmick at [jhelmick@shimmick.com](mailto:jhelmick@shimmick.com) for more information.

Bidders are hereby notified that work to be performed under this contract will be in full or in part financed by the Clean Water State Revolving Fund (SRF), administered by the United States Environmental Protection Agency (US EPA) and the State Water Resources Control Board (SWRCB). The Bidder shall comply with all applicable terms and conditions, special provisions, and reporting requirements, as set forth in these specifications, and as may be required by federal law, rule, or regulation. Refer to Contract Section 00 48 10.01 for more information.

Subcontractors and Suppliers interested in this project may contact  
Jerry Blazek by email at [jblazek@shimmick.com](mailto:jblazek@shimmick.com).

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

**You can view more ads at  
[www.sbeinc.com/advertising/  
sub\\_bid\\_requests.cfm](http://www.sbeinc.com/advertising/sub_bid_requests.cfm)**

## DO YOU KNOW ABOUT THE 3-FOR-1 AD OFFER IN THE SMALL BUSINESS EXCHANGE?

**SPECIAL OFFER**

**SBE increases the value of a single ad ... by 3!**

**We will make it worth your while using  
our value-added services!**

### 3 ADS FOR ONE PRICE

- 1 paid in the SBE weekly newspaper and you receive
- 1 in the Friday daily e-Newsletter
- 1 on the website (running until bid date).

*(Proof of Publication will be included for all)*

**3 for 1**

Email ad copy to **Nabil Vo** at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

#### SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)  
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17))

**SMALL**  
**BUSINESS**  
**EXCHANGE**

795 Folsom Street, 1st Floor  
San Francisco, CA 94107  
Phone: 800-800-8534 • Fax: 415-778-6255  
[www.sbeinc.com](http://www.sbeinc.com)

# Events and Seminars



## JOINT LEGAL AND EDUCATION SEMINAR September 20, 2018 California P3 Projects

LAX Automated People Mover - UC Merced 2020 Campus Expansion - Long Beach Civic Center - Carlsbad Seawater Desalination Plant - Rialto Water System - Long Beach Courthouse - Santa Paula Water Concession - SR 125 South Highway - 91 Express Lanes

### Session 1: Project Selection: Which Projects are Right for P3 Delivery?

- Difference between P3 and DB, CMAR and other alternative delivery options
- What is funded in a P3 by the private sector?
- What are the advantages of P3 delivery to the public owner?
- The steps an Owner needs to take a P3 project from conception to pre-RFQ phase

### Session 2: Procurement:

#### How to pick the right Developer and the right risk profile

- Pre-RFQ market sounding efforts / Industry Reviews
- Shortlisting Process – what to look for?
- One-on-one meetings
- Draft RFP to Final RFP
- Selection Criteria and Scoring Process

### Session 3: P3 Execution: Design-Build and O&M Phases

- Owner and Developer relationship
- Oversight by the Owner
- Managing Changes
- Operational Readiness
- Long-term relationship during O&M Phase

### GUEST SPEAKERS

**Kim Daily, Senior Program Manager, Jacobs**

Thirty-four year transportation and procurement engineering expert including technical advisor for design-build and public-private partnership tender documents on owner and contractor sides.

**Dustin McKinney, General Engineering Consultant Project Manager, Jacobs**

Twenty year leader supporting project operations on major and minor highway projects.

**Marcelle Jones, Senior Program and Policy Advisor, Jacobs**

Expert in due diligence assessments, evaluations and formulation of policy and strategic business decisions to advance complex infrastructure projects and operations

**Charles Nicholas, Vice President-Innovative Project Delivery, Jacobs**

Expert in strategic planning, technical due diligence and transaction advice delivered to public and private sector clients in North America

**Long Beach Marriott**  
4700 Airport Plaza Drive • Long Beach, CA, 90815

8:00 a.m. - 8:30 a.m. Registration,  
Continental Breakfast & Networking

8:30 a.m. - 11:30 a.m. Seminar



Register by September 14  
\$70/person CMAA Members - \$140/person Non-Members

Register After September 14  
\$85/person CMAA Members - \$170/person Non-Members

Registration Policy: Payment must accompany registration, The Chapter does not invoice. Cancellations must be made in writing 48 hours prior to event: [sccmaa@cmaasc.org](mailto:sccmaa@cmaasc.org). No-shows and cancellations made after this deadline will not be refunded. Registration is non-transferable to another event, please send a substitute if you are unable to attend.



**CONSTRUCTION NETWORK**  
Connecting Owners to AEC and CM Industries

## VIP Breakfast

### LA METRO - Highway Programs

**Guest Speaker**  
**Abdollah Ansari**  
Senior Executive Officer,  
Program Management-Highway Program

**Tuesday, October 16**  
8:00 am  
Registration & Continental Breakfast  
8:30 - 9:30 am  
Presentation & Networking

**City Club**  
555 S. Flower, 51st Floor  
Los Angeles, CA 90071  
No Host Valet Parking Available

\$89 / person until 9/25/18  
\$129 / person until 10/12/18  
Note: Registration closes 10/12/18 at noon.  
All registration after that time will only be accepted at the door at a rate of \$149 per person.

PLATINUM SPONSOR

**PPM Group Inc.**

RSVP: [www.construction-network.net](http://www.construction-network.net)



**CONSTRUCTION NETWORK**  
Connecting Owners to AEC and CM Industries

## VIP Breakfast

### March Joint Powers Authority

Reuse of Former March Air Force Base — 4,400 acres of surplus property for development  
March Inland Port Airport  
March LifeCare Campus  
Meridian Business Park



**Guest Speaker**  
**Dr. Danielle Wheeler**  
Executive Director

**Tuesday, November 13**  
8:00 am  
Registration & Continental Breakfast  
8:30 - 9:30 am  
Presentation & Networking

**Riverside Marriott**  
3400 Market Street  
Riverside, CA 92501  
Self Parking Available

\$89 / person until 10/23/18  
\$129 / person until 11/9/18  
Note: Registration closes 11/9/18 at noon.  
All registration after that time will only be accepted at the door at a rate of \$149 per person.

RSVP: [www.construction-network.net](http://www.construction-network.net)



# Workforce Development

## Job Gains in Manufacturing Leads Increase in Blue Collar Employment

[Originally posted on [bluecollarjobs.us](http://bluecollarjobs.us)]

By Alan Barber,

Blue collar employment grew by 0.3 percent in July as the nation added 52,000 jobs in construction, manufacturing, and mining and logging. The number of jobs in these industries was 13.9 percent of total nonfarm jobs in the United States last month. This is a slight increase from July of 2017 when these jobs were 13.7 percent of non-farm employment. Over the last three months, blue collar jobs added an average of 53,000 jobs a month.

Among Census regions, the Midwest saw an employment increase in blue collar jobs of 0.5 percent, an addition of 27,200 jobs. The states that colloquially make up the Rust Belt added 16,400 jobs, an increase of 0.3 percent. From July 2017 to July 2018, both regions (3.0 and 2.6 percent) lag behind the 3.4 percent increase in US manufacturing.

### Manufacturing

Manufacturing accounted for much of the gains in blue collar employment as the industry added 37,000 jobs, mainly in durable goods. It is too early to determine the impact of U.S. steel tariffs,

but despite the President's assertion that steel was already making a big comeback, employment in iron mills, steel mills, and ferroalloy production (a component of durable goods), increased 0.6 percent over the most recent three months. In the three states that track these data on a monthly basis, the change in employment was -1.3 percent in Ohio and no change in Pennsylvania and Texas over the most recent three months.

Regionally, the Midwest and the West both had overall manufacturing employment increases of 0.4 percent (15,900 and 11,000 jobs each). Ohio added 4,700 jobs (+0.7 percent); Kentucky added 3,000 (+1.2 percent); and Illinois added 2,400 (+0.4 percent). Employment in the sector fell in Texas (3,500 jobs, -0.4 percent); Pennsylvania (1,600, -0.3 percent); and New York (1,100 jobs, -0.2 percent). Only four states saw a negative percent change in manufacturing employment compared to July of 2017 – Hawaii (-2.1 percent), New York (-1.1 percent), Vermont (-1.0 percent), and West Virginia (-0.2 percent).

### Construction

The South saw the largest increases with the addition of 14,200 jobs (+0.5 percent). This was



over two-thirds of the 19,000 construction jobs gained nationwide. Most of this growth was in Texas, which gained 10,500 jobs in construction last month, an increase of 1.4 percent (and 8.1 percent since July of 2017). Over the past year, the largest percentage increases in construction

were in Nevada (10.9 percent), Georgia (10.1 percent) and Arizona (10.0 percent). Mississippi saw a 3.1 percent decline in construction (-1,400 jobs) and Utah saw a decrease of 1.4 percent (-1,400 jobs).

■ Continued on page 11

## Want To Grow Your Minority Business Enterprise? Look Abroad

■ Continued from page 1

financing, contract opportunities, and greater access to new and global markets for MBEs. The MBDA Export Centers, located in Chicago, Miami, Sacramento, and San Antonio, are also designed to help identify, screen, promote, and refer MBEs to export resources.1

### 3. What would you say to MBEs who may view exporting as too burdensome, so why bother?

That's a common belief that prevents many companies, particularly MBEs, from exporting. Exporting doesn't have to be burdensome. With improved logistics options, global connectivity, e-commerce, and the availability of federal government export assistance, exporting is more viable than ever. There are a plethora of resources available to help, including U.S. Export Assistance Centers. If you have a track record of selling in the United States— one of the world's most open and competitive markets— that's a good indicator that you can become a successful exporter. We encourage MBEs to partner with other MBEs to conduct business globally. For example, a partnership between two Chinese American firms can leverage language, business, and cultural understanding to export to China.

### 4. Do minority-owned firms have certain attributes that would make them successful exporters?

According to the Census Bureau, minority-owned firms are six times more likely to conduct business in a language other than English and three times more likely to generate 100 percent of their revenues from exporting compared to non-minority-owned firms, regardless of size. Overall, MBEs are uniquely positioned to expand their business operations through exports.2

### 5. Are you seeing any trends in terms of regions or markets for minority-owned exporters?

How about types of products or services? MBEs are taking advantage of the increased bilateral trade opportunities between the United States and China, in addition to other countries in Africa and South America for U.S. agricultural products and "Made in America" manufactured products. We've also seen a trend toward online business and e-commerce platforms, which have a diversified line of products and services that can be delivered to international markets. These platforms create expanded opportunities for minority-owned firms to export, particularly in the business consulting and educational arenas.

### 6. From your experience, what are some challenges minority firms face in getting started in exporting?

The challenges we see most frequently are typical of many new businesses: Where do we start? How do we get paid? How will we finance exporting? Who should we reach out to for help? There are a number of federal and state agencies that offer access to technical assistance. When deciding whether your company is ready to export, there are a number of things to consider: internal resources and capabilities, top management commitment to exporting, and a clear export strategy. To overcome these and other challenges, it is important for companies to conduct their due diligence and utilize the resources offered by the federal government entities, such as the MBDA Export Centers.

### 7. In the past, the ability of MBEs to access working capital financing programs has been a major challenge. Have you seen this trend changing in recent years?

MBDA is working closely with EXIM Bank to provide its clients the access to trade financing they need for global transactions. The MBDA network of business centers and export centers are also exploring alternative financing solutions, including venture capital, equity investment, and foreign direct investment.

### 8. The U.S. government offers a wide range of export resources. Could you describe MBDA's partnership with the International Trade Administration (ITA)?

Our national network of 40 MBDA Business Centers coordinate and collaborate with ITA to leverage the resources that we each offer to the clients we serve. When coordinating trade missions, MBDA partners with ITA to provide certification of trade missions. We also collaborate with ITA's U.S. Commercial Service and its worldwide network of commercial service officers domestically and internationally. The U.S. Commercial Service supports export counseling, business matchmaking, market intelligence, trade show support, and more. MBDA Business Centers and Export Centers coordinate with the national network of more than 100 U.S. Export Assistance Centers, where the ITA U.S. Commercial Service, Export-Import Bank, and SBA International financing staff often collaborate to provide a one-stop shop for MBEs to start or grow their global footprint through exporting.

**SOURCE:**  
[www.mbda.gov/news/blog/2018/07/want-grow-your-minority-business-enterprise-look-abroad](http://www.mbda.gov/news/blog/2018/07/want-grow-your-minority-business-enterprise-look-abroad)

# Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

**Contract ID No. 100007417  
(PW PARKMERCED, TWIN PEAKS, MT)  
PARKMERCED/TWIN PEAKS/MT  
DAVIDSON MANOR RESIDENTIAL  
STREET RESURFACING**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on September 12, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is at various locations throughout San Francisco, California and consists of pavement renovation, curb ramp installation, sewer replacement, traffic control, and all associated work. The time allowed for completion is 390 consecutive calendar days. The Engineer's estimate is approximately \$5,100,000. For more information, contact the Project Manager, Edmund Lee at 415-554-8258.

**On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").**

**No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].**

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Call Lupe Arreola at 415-558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%.

Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

**A pre-bid conference will be held on August 23, 2018; 10:00 a.m., at 1680 Mission Street, 3rd Flr.**

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

**Class "A" license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

8/23/18  
**CNS-3165917#  
SMALL BUSINESS EXCHANGE**

## OSHA's Cranes and Derricks in Construction

■ Continued from page 2

tory flexibility analysis (IRFA). The IRFA must contain an analysis of how the proposed rule will impact small entities and examine alternatives that will reduce the impact while still achieving statutory and regulatory objectives. The agency must also complete a Small Business Advocacy Review Panel before the rule is proposed." Similarly,

when the agency issues a final rule that will leave a significant impact on a substantial number of small entities, it must publish a final regulatory flexibility analysis (FRFA), which includes a similar analysis to the IRFA while revising it to reflect any comments received during the comment period."

Alternatively, if the agency determines that the rule will not have a significant impact on a substantial number of small entities, the head of the agency may "certify" the rule and bypass the IRFA and FRFA requirements (commonly referred to as the "certification"). The certification must be published and available for public comment, along with "a statement providing the factual basis for such certification."

The recent testimony before the House Small Business Subcommittee and the more than 1,000 comments by propane industry representatives demonstrate that small entities are significantly affected by the regulation. The propane industry estimates that compliance with the regulation will cost more than \$3,000 per employee. With approximately 40,000 employees currently in the industry, the regulation would impose more than \$151 million in compliance costs every five years, money that could instead be used by small business owners to expand and grow their businesses.

Therefore, the Committee asks for a thorough review of the scope of the Cranes and Derricks in Construction regulation and the simple activity of propane tank delivery and retrieval.

Additionally, the impact on small businesses should be assessed properly, as required by the RFA.

If you have any questions about this request, please contact Stephanie Fekete, Counsel for the Committee, at (202) 225-5821. Thank you for your attention to this matter.

Sincerely,

**Steve Chabot  
Chairman  
Committee on Small Business**

**Rod Blum  
Chairman  
Subcommittee on Agriculture,  
Energy, and Trade**

**Trent Kelly  
Chairman  
Subcommittee on Investigations,  
Oversight, and Regulations**

## FICTITIOUS BUSINESS NAME STATEMENT

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0382756-00

Fictitious Business Name(s):  
**24th & Folsom Eatery**  
Address  
**3109 24th Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Alberto Hernandez Li**  
Address of Registrant #1  
**278 Bay Ridge Dr., Daly City, CA 94014**  
Full Name of Registrant #2  
**Pablo Hernandez Li**  
Address of Registrant #2  
**278 Bay Ridge Dr., Daly City, CA 94014**

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/22/2018**.

Signed: **Alberto Hernandez Li**

This statement was filed with the County Clerk of San Francisco County on **8/22/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon  
Deputy County Clerk  
8/22/2018**

**8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018**

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0382373-00

Fictitious Business Name(s):  
**S.F. Construction Services LLC**  
Address  
**940 Presidio Avenue, Unit 201, San Francisco, CA 94115**  
Full Name of Registrant #1  
**SF Construction Services LLC (CA)**  
Address of Registrant #1  
**940 Presidio Avenue, Unit 201, San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/30/2018**.

Signed: **Alexander Zaytsev**

This statement was filed with the County Clerk of San Francisco County on **7/30/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jessa Lazo  
Deputy County Clerk  
7/30/2018**

**8/2/2018 + 8/9/2018 + 8/16/2018 + 8/23/2018**

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. A-0382294-00

Fictitious Business Name(s):  
**ELT ImageMakers**  
Address  
**360 Locust Street, Apt #6, San Francisco, CA 94118**  
Full Name of Registrant #1  
**Anna M. Whitcher**  
Address of Registrant #1  
**360 Locust Street, Apt #6, San Francisco, CA 94118**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/24/2018**

Signed: **Anna Whitcher**

This statement was filed with the County Clerk of San Francisco County on **7/24/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jessa Lazo  
Deputy County Clerk  
7/24/2018**

**7/26/2018 + 8/2/2018 + 8/9/2018 + 8/16/2018**

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382550-00

Fictitious Business Name(s):  
**1 + Mind Design**  
 Address  
**301 Main Street #31G, San Francisco, CA 94105**  
 Full Name of Registrant #1  
**Mahdieh Sadrzadeh**  
 Address of Registrant # 1  
**301 Main Street #31G, San Francisco, CA 94105**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/8/2018**.

Signed: **Mahdieh Sadrzadeh**

This statement was filed with the County Clerk of San Francisco County on **8/8/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**8/08/2018**

**8/16/2018 + 8/23/2018 + 8/30/2018 + 9/6/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382308-00

Fictitious Business Name(s):  
**Amy, Alec and Tyler**  
 Address  
**4040 24th Street, San Francisco, CA 94114**  
 Full Name of Registrant #1  
**Alec Mironov Inc (CA)**  
 Address of Registrant # 1  
**4040 24th Street, San Francisco, CA 94114**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**.

Signed: **Alec Mironov**

This statement was filed with the County Clerk of San Francisco County on **7/25/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Susanna Chin**  
**Deputy County Clerk**  
**7/25/2018**

**8/9/2018 + 8/16/2018 + 8/23/2018 + 8/30/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382604-00

Fictitious Business Name(s):  
**Coinflip Studios**  
 Address  
**766 Harrison Street, Suite 103, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**Summit Startups LLC (DE)**  
 Address of Registrant # 1  
**766 Harrison Street, Suite 103, San Francisco, CA 94107**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/13/2018**.

Signed: **Brian Guenther**

This statement was filed with the County Clerk of San Francisco County on **8/1/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**8/13/2018**

**8/16/2018 + 8/23/2018 + 8/30/2018 + 9/6/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382663-00

Fictitious Business Name(s):  
**Invenire Medicos**  
 Address  
**1735 Steiner Street #155, San Francisco, CA 94115**  
 Full Name of Registrant #1  
**Eufrocina Jamir**  
 Address of Registrant # 1  
**1735 Steiner Street #155, San Francisco, CA 94115**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/8/2018**.

Signed: **Eufrocina Jamir**

This statement was filed with the County Clerk of San Francisco County on **8/15/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jessa Lazo**  
**Deputy County Clerk**  
**8/15/2018**

**8/16/2018 + 8/23/2018 + 8/30/2018 + 9/6/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382335-00

Fictitious Business Name(s):  
**Jayson Architecture PC**  
 Address  
**50 29th Street, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Jayson Architecture PC a California Corporation**  
 Address of Registrant # 1  
**50 29th Street, San Francisco, CA 94110**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/24/2018**

Signed: **Abraham Jayson**

This statement was filed with the County Clerk of San Francisco County on **7/26/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**7/26/2018**

**8/2/2018 + 8/9/2018 + 8/16/2018 + 8/23/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382573-00

Fictitious Business Name(s):  
**MRM Proclean Inc.**  
 Address  
**663 1/2 San Jose Avenue, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**MRM Proclean Inc, A California Corporation**  
 Address of Registrant # 1  
**663 1/2 San Jose Avenue, San Francisco, CA 94110**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/1/2018**.

Signed: **Ariana Martinez Cruz**

This statement was filed with the County Clerk of San Francisco County on **8/10/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**8/10/2018**

**8/16/2018 + 8/23/2018 + 8/30/2018 + 9/6/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382508-00

Fictitious Business Name(s):  
**Office Pride Commercial Cleaning Services**  
 Address  
**201 Spear Street, Suite 1100, San Francisco, CA 94105**  
 Full Name of Registrant #1  
**Dynafolio, LLC (CA)**  
 Address of Registrant # 1  
**201 Spear Street, Suite 1100, San Francisco, CA 94105**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/06/2018**.

Signed: **Kanin Asvaplungprohm**

This statement was filed with the County Clerk of San Francisco County on **8/6/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Jessa Lazo**  
**Deputy County Clerk**  
**8/06/2018**

**8/9/2018 + 8/16/2018 + 8/23/2018 + 8/30/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382547-00

Fictitious Business Name(s):  
**1.) Precise Printing**  
**2.) Precise Art**  
**3.) Underground Railroad Art**  
**4.) Precise Envelope**  
**5.) Underground Railroad Production**  
**6.) Precise Goods and Energy**  
 Address  
**329 Bryant Street #4D, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**Barry Robert Forman**  
 Address of Registrant # 1  
**329 Bryant Street #4D, San Francisco, CA 94107**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6/1/1994**.

Signed: **Barry R. Forman**

This statement was filed with the County Clerk of San Francisco County on **8/8/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**8/8/2018**

**8/9/2018 + 8/16/2018 + 8/23/2018 + 8/30/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382743-00

Fictitious Business Name(s):  
**Red Dragon Private Security**  
 Address  
**362 Fell Street, San Francisco, CA 94102**  
 Full Name of Registrant #1  
**Red Dragon LLC (CA)**  
 Address of Registrant # 1  
**362 Fell Street, San Francisco, CA 94102**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/01/2017**.

Signed: **Thomas Wong**

This statement was filed with the County Clerk of San Francisco County on **8/21/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**8/21/2018**

**8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382714-00

Fictitious Business Name(s):  
**Phoenix Renewals**  
 Address  
**21 Clarence Pl #409, San Francisco, CA 94107**  
 Full Name of Registrant #1  
**Golden State Investments, LLC (DE)**  
 Address of Registrant # 1  
**21 Clarence Pl #409, San Francisco, CA 94107**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/20/2018**.

Signed: **Erik Alberts**

This statement was filed with the County Clerk of San Francisco County on **8/20/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Susanna Chin**  
**Deputy County Clerk**  
**8/20/2018**

**8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382345-00

Fictitious Business Name(s):  
**Turnpike Talent Partners**  
 Address  
**1091 Church Street, San Francisco, CA 94114**  
 Full Name of Registrant #1  
**Thomas P. Callahan**  
 Address of Registrant # 1  
**1091 Church Street, San Francisco, CA 94114**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**.

Signed: **Thomas P. Callahan**

This statement was filed with the County Clerk of San Francisco County on **7/27/2018**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**7/27/2018**

**8/2/2018 + 8/9/2018 + 8/16/2018 + 8/23/2018**

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0382755-00

Fictitious Business Name(s):  
**Retailytics**  
 Address  
**3579 19th Street, Apt #1, San Francisco, CA 94110**  
 Full Name of Registrant #1  
**Michael Gallo**  
 Address of Registrant # 1  
**3579 19th Street, Apt #1, San Francisco, CA 94110**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/21/2018**.

Signed: **Michael Gallo**

This statement was filed with the County Clerk of San Francisco County on **8/22/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**8/22/2018**

**8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018**

**CHANGE OF NAME****CHANGE OF NAME**

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 18-554112

PETITIONER OR ATTORNEY

**Aubyn Patricio Pinckney Simpson**  
437 Arlington Street, San Francisco, CA 94131

TO ALL INTERESTED PERSONS:

1. Petitioner **Aubyn Patricio Pinckney Simpson**  
for a decree changing names as follows:

**Aubyn Patricio Pinckney Simpson**  
changed to **Patricio Simpson**

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

**NOTICE OF HEARING**

Date: **Sept. 18, 2018** Time: **9:00 AM**  
Room: **514** Dept: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

SUPERIOR COURT OF CALIFORNIA,  
COUNTY OF SAN FRANCISCO  
400 MCALLISTER STREET  
SAN FRANCISCO, CA 94102

NEYL WEBB, Clerk  
DATED - July 30, 2018

8/2/2018 + 8/9/2018 + 8/16/2018 + 8/23/2018

**CHANGE OF NAME**

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 18-554177

PETITIONER OR ATTORNEY

**Vladimir Hamutorsky**  
649 9th Avenue, Apt #4, San Francisco, CA 94118

TO ALL INTERESTED PERSONS:

1. Petitioner **Vladimir Hamutorsky**  
for a decree changing names as follows:

**Vladimir Hamutorsky**  
changed to **Vladimir Khamutovsky**

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

**NOTICE OF HEARING**

Date: **Oct. 23, 2018** Time: **9:00 AM**  
Room: **514** Dept: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

SUPERIOR COURT OF CALIFORNIA,  
COUNTY OF SAN FRANCISCO  
400 MCALLISTER STREET  
SAN FRANCISCO, CA 94102

ROSSALY DE LA VEGA, Clerk  
DATED - August 22, 2018

8/23/2018 + 8/30/2018 + 9/6/2018 + 9/13/2018

## Strengthens Emerging Business Division with Veteran Industry Leadership

Continued from page 3

alumna of the Wells Fargo formal credit training program. Maria is an active volunteer at Most Holy Trinity School and Saint Francis of Assisi Church in San Jose.

Karine Decker joined the bank as Vice President after 15 years of experience in small business lending, specializing in Small Business Administration loans. Prior to joining California Bank of Commerce, she served as a business development officer for various lending institutions in the Midwest before moving to the Bay Area in 2016. She earned a bachelor's degree in economics from the University of Missouri-Kansas City and received a finance professional certification from the National Development Council. Karine is involved in several business and community groups, including her local rotary chapter and chamber where she serves as co-chair of the community relations committee.

To learn more about California Bank of Commerce's Emerging Business Division, please visit: <https://www.californiabankofcommerce.com/cbc-emerging-business/>.

### About California BanCorp and California Bank of Commerce

California BanCorp, through its wholly-owned subsidiary, California Bank of Commerce, offers a broad range of commercial banking services to closely held businesses and professionals located throughout the San Francisco Bay Area. The stock trades on the OTCQX marketplace under the symbol CALB. For more information on California BanCorp and California Bank of Commerce, call us at (510) 457-3751, or visit us at [www.californiabankofcommerce.com](http://www.californiabankofcommerce.com).

SOURCE: <http://www.globenewswire.com>

## 20 Tips to Stay Organized



Continued from page 2

- ances that have worn out, broken, or been sent to charity.
- 16. Label photos with the date and people's names as soon as they are developed.
- 17. Keep a pair of scissors near where you read newspapers and magazines. You can easily clip those articles you wish to save.
- 18. Keep only one project or file open on your desk at any time. This reduces the likeli-

hood of stray papers becoming attached to the incorrect document and misfiled.

- 19. When unsure about a what to do with a document, ask yourself, "What would I do if it were one week before vacation?" Act accordingly.
- 20. Clear the top of your desk at the end of each day. It completes the day's work, makes a clean space for you to see the next morning and stops paper buildup.

SOURCE: [www.smartwaystowork.com](http://www.smartwaystowork.com)

## Job Gains in Manufacturing Leads Increase in Blue Collar Employment

Continued from page 8

### Mining and Logging

Nationally, mining and logging employment fell by 0.5 percent in July. This decrease was largely due to a decline of 3,600 jobs in support activities for mining. Employment in the sector is up 14.5 percent in these largely contract jobs. Coal mining was flat with no change in employment. From July of 2017 to July of 2018, the only states in which jobs in mining and logging in-

creased as a share of total nonfarm employment were Colorado (1.0 to 1.1 percent), Iowa (0.1 to 0.2 percent), North Dakota (4.4 to 4.7 percent), Oklahoma (2.9 to 3.2 percent), Texas (1.8 to 2.0 percent), Wisconsin (0.1 to 0.2 percent), and Wyoming (7.1 to 7.4 percent).

SOURCE:

<https://bluecollarjobs.us/2018/08/21/job-gains-in-manufacturing-leads-increase-in-blue-collar-employment/>

## Why Sacramento Needs to Fix the California Environmental Quality Act

Continued from page 1

When a court finds that a government agency did make a mistake in its environmental review, judges most commonly invalidate the entire project approval, Hernandez notes. To move forward after a judge's ruling, she argues, agencies often have to redo the extensive and expensive review process.

Including the possibility of appellate review, Hernandez finds, a CEQA lawsuit can delay a project by three to ten years. It is also extremely difficult, Hernandez explains, for challenged projects to secure private financing or grants.

Either through delay or through an inability to secure financing, Hernandez argues, one CEQA lawsuit can effectively halt a project.

And for the vocal minority of Californians who oppose building new housing, Hernandez claims that CEQA remains a popular and effective tool to achieve their goals. According to Hernandez, 87 percent of all CEQA lawsuits filed against physical construction projects targeted development projects within urban areas. These CEQA lawsuits significantly impact housing production in California's population and job centers, Hernandez argues.

The Los Angeles metropolitan area contains some of the nation's highest housing prices and largest homeless populations. Current Los Angeles Mayor Eric Garcetti has said that the biggest problem facing the city is its housing crisis. During a recent conference of California mayors, Garcetti reportedly said, "Too many people can't afford the housing that they're in. And too many people aren't in housing at all." Despite consensus from political leaders that increasing housing supply is key to solving these problems, Hernandez observes that progress has been slow, in part because of CEQA lawsuit abuse.

Hernandez calculates that 98 percent of housing-related CEQA lawsuits filed in the Los Angeles region targeted attempts to increase housing supply.

In Los Angeles alone, between 2013 and 2015, Hernandez finds that CEQA lawsuits delayed the construction of almost 14,000 housing units and a 200-bed homeless shelter.

These CEQA lawsuits, she argues, not only undermine California's attempts to alleviate its housing crisis by increasing housing supply but also thwart CEQA's own mission to protect California's environment.

As part of the state's climate change policies, California law requires transit agencies to adopt plans to facilitate the production of higher-density housing near transit corridors. Hernandez argues that increasing housing options near transit facilities encourages transit usage and decreases dependence on private automobiles, reducing the amount of greenhouse gases released into the air.

Of the challenged housing units in the Los Angeles region, Hernandez claims that nearly 70 percent were located within high-quality transit corridors. These corridors are exactly where the state's climate and related environmental policies say housing should be located, Hernandez states.

At the end of the 2017 legislative session, Governor Jerry Brown signed 15 housing bills into law, each attempting to alleviate the housing crisis. Hernandez argues that, without reforming CEQA, lawsuit abuse will continue to undermine the state's attempts to solve the housing crisis. Hernandez urges Governor Brown and the California Legislature to change the law so that it works to further, rather than undermine, the state's housing affordability and climate change policies.

SOURCE:

<https://www.theregreview.org/2018/08/08/somogyi-california-fix-environmental-quality-act/>

# California Sub-Bid Request Ads

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following DESIGN BUILD TRADES ONLY:

Exterior Building Maintenance / Fire Sprinklers / Plumbing / HVAC / Electrical / Solar Hot Water

**BALBOA PARK UPPER YARD - DESIGN BUILD BID**

2340 San Jose Ave, San Francisco CA

This is a CMD project with construction workforce and prevailing wage requirements.

**BID DATE: 8/31/18 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.

**CAHILL CONTRACTORS, LLC**  
Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 677-0611

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar Hot Water

**88 BROADWAY - DESIGN BUILD BID - SELECT TRADES**

88 Broadway, San Francisco, CA 94111

This is a SFCMD project with construction workforce and prevailing wage requirements.

**BID DATE: 9/20/18 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.

**CONTACT:**

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com),  
(415) 677-0611.

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar Hot Water

**735 DAVIS - DESIGN BUILD BID - SELECT TRADES**

735 Davis St, San Francisco, CA 94111

This is a SFCMD project with construction workforce and prevailing wage requirements.

**BID DATE: 9/20/18 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.

**CONTACT:**

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com),  
(415) 677-0611.

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10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816, Fax: (562) 946-3823  
Contact Branden Willcut at [branden.willcut@kiewit.com](mailto:branden.willcut@kiewit.com)

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from Small Business from SCOOP Network; Small Disadvantaged Business, or a HUB zone business by the U.S. Small Business Administration; or business certified by the U.S. federal government's System of Award Management; or certified as a Disadvantaged Business Enterprise by Caltrans' or by the one of the signatory agencies within the California Unified Certification Program; or Metropolitan Water District of California's Regional/ Small Business Program; or certified by the City of San Diego's Small Local Business Enterprise and Emerging Local Business Enterprise Program; or certified as a Small Business or as a Disabled Veteran Business Enterprise by the California State Department of General Services.

**Project Owner:** San Diego County Water Authority

**Project Name:** San Diego 28 Flow Control and Alvarado Hydroelectric Facilities, Specification 647

**Project Location:** 5510 Kiowa Drive, San Diego, CA 92120

**Project Bid Date / Time:** August 30, 2018 at 2 pm PST.

**Project Description:**

In general, the Work to be completed under this Contract consists of the following principal elements: demolition of the interior of the existing hydroelectric facility, demolition of the existing flow control facility downstream isolation valve vault, demolition of the existing flow control facility, and modifications to the existing turnout valve vault; abandonment and removal of pipelines; procurement and installation of 48-inch and 42-inch cement mortar lined, tape coated and cement mortar coated or epoxy coated steel piping, a horizontal Francis turbine, generator and exciter, switchgear, valves, flowmeter, and appurtenances; connections to Pipeline 4 and coordination with City of San Diego and the Water Authority for shutdowns and connection work; construction of concrete vaults, stairs, and structural and architectural modifications to the existing Alvarado Hydroelectric Facility; installation of cathodic protection, plumbing, HVAC, electrical and instrumentation; site improvements including construction of storm drain pipe and structures, asphalt paving, and berms; earthwork, excavation, erosion and water control, pipe bedding, backfill, compaction, pipe materials, pipe supports, pipe welding, removal of existing pipe, pipe penetrations, coating and paint, testing and startup, site restoration and all other appurtenant work as required by the Contract Documents.

Kiewit is requesting quotes in the areas described, but not limited to: **Demolition, shoring and underpinning, utilities cathodic protection, asphalt paving, ready mix supplies, concrete reinforcing installation, concrete drilling and saw cutting, masonry work, metals, welding services, steel pipe (fabricated only), metal doors and frames, overhead doors, windows, plaster and gypsum board (acoustical treatment), painting and coating, louvers and vents, turbine equipment (hydroelectric), water supply and treatment equipment, supply and treatment pump, cathodic protection, measurement and control instrumentation, bolts and gaskets, hangers and support, valves, pipes and tubes, heating, ventilating and air conditioning (HVAC), electrical work and generator assemblies.**

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Plans and specifications are available at the address listed above or provided to you through Kiewit's electronic use of SmartBidNet by contacting Kiewit.

Kiewit intends to conduct itself in good faith with all Small Businesses and all other business enterprises regarding participation on this project. For further information, assistance or questions regarding the project, to discuss your specialty or scope of work, project schedule, requirements of the contract, licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact the Lead Estimator listed above.

**Kiewit Infrastructure West Co.**  
is an Equal Opportunity Employer.  
We encourage qualified women, minorities, veterans, individuals with disabilities, and others to apply.

**Proven Management, Inc.**

225 3rd Street, Oakland, CA 94607 Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business (SB) subcontractors, suppliers, and truckers for the following project:

**UNION CITY INTERMODAL STATION PHASE 2A - BART STATION IMPROVEMENTS**

**BART #01VM-120**

**Bids: 08/28/2018 @ 2 pm**

**SB GOAL - 23%**

The work in this contract includes but is not limited to: Selective Demo; Lead-Based Paint Abatement; Hazmat Abatement; Concrete Restoration; Portland Cement and CIP Concrete; Concrete Forming; Falsework; Shotcrete; Concrete Topping; Non-Shrink Grout; Masonry; Metal Welding; Structural Steel Framing; Architecturally Exposed Structural Steel; Metal Decking; Cold-Formed Metal Framing; Metal Fabrications; Decorative Metal; Thermal & Moisture Protection; Modified Bitumen Roofing; Rebar; Escalators; Canopies; Signage; Lighting; CCTV; Communication System; Cementitious & Intumescent Fireproofing; Metal Doors & Frames; Alum Doors/Frames; Access Door & Panels; Alum Windows; Door Hdwr; Glazing; Louvers; Tile Replacement & Restoration; Portland Cement Plaster; Gypsum Board; Tiling; Modular Metal Ceiling System; Aluminum Panels; Special Coating; Painting; Anti-Graffiti Coatings; Illuminated Box Signage; Escalators; Vibration Isolation & Seismic Control for Facility Services; Fire Suppression Standpipe; Wet-Pipe Sprinkler System; Plumbing; Sanitary; Storm Drainage; HVAC Ducts, Casings; Fans; Electrical; Telephone & PA Systems; Fire Detection & Alarm System

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

**We are an Equal Opportunity Employer**



## DIVERSITY OUTREACH

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